

**Fort Belvoir Community Hospital, Fort Belvoir
Questions and Answer
Meeting held April 17, 2007**

- 1. Suggested that the Government should require back-up behind the lump sum items in the bid schedule to allow apples to apples comparison between contractors.**

The solicitation requires the submission of parametric estimates, detailed estimates, subcontractor quotations, and other cost information in support of the proposed target cost, target profit and target price. In addition, the technical submission will require a detailed description of the services provided in support of the proposed costs.

- 2. Suggested the Government increased page limitations to 200 or 250 pages to allow an adequate detailed response.**

Allowable up to 250 pages.

- 3. Suggested that the Government clarify when "pre construction" services ended.**

Pre-construction services will end at the production point or when the plans and specifications are 100% complete.

- 4. What does the Government really means about "Price Realism"?**

Price realism is the validation that the submitted prices realistically reflect the cost to perform the work.

- 5. Suggested that the Government provide and require a manpower staffing chart to be part of the proposals.**

This is a good idea and will be added.

- 6. Suggested that the Government allows more sample projects to show specialized experience – not just six (6).**

The requirements are for a detailed submission of 6 projects to show specific experience. In addition a complete list of projects will be required to demonstrate the breadth of experience.

7. Suggested that the Government requires that each Joint Venture to show capability – not just one.

Information from both firms may be submitted to show capability. We expect that team members of a joint venture will bring different strengths to the project and as such the evaluation will be holistic in nature.

8. Suggested that the Government provides a list of anticipated tasks/requirements per package to clarify requirements and intent.

The current package breakdown is notional. The successful offeror will have the opportunity to work with the Government and AE to structure and define the packages in order to best execute the project

9. Adjectival methodology is problematic- Would like to see numeric weight.

The Army does not permit the use of numeric weighting systems. These types of systems have been found to produce arbitrary differences between offerors, which do not necessarily reflect true differences in their abilities.

10. Allow the Offerors to bid out the packages vs. locking in subs at proposal time.

The solicitation permits this.

11. What is the level of definition of the package that will be provided?

Each package will be brought to 100% design. The content of each package will be developed based on input from the contractor during the pre-construction phase.

12. Suggested that the Government better define the number of packages expected and what is required from the respondents.

The notional packages will be better defined in the final solicitation.

13. What constitutes a change to the Ceiling Price – Is it fixed permanently?

The ceiling price may be changes pursuant to any clause in the contract which authorizes a change in contract price. The ceiling price will remain fixed unless a contract modification is issued by the Contracting Officer.

14. What is the change and how does this affect the Ceiling Price?

See above

15. Will there be any changed from what we saw with NGA?

Norfolk District is managing the Hospital procurement. Lessons learned from the NGA procurement will be implemented in the Hospital solicitation.

16. When is the anticipated RFP release date?

RFP release date is on/about June 13, 2007 via FedTeds.

17. Bonding - Could we delay P&P until actual construction starts?

Performance and Payment bonds will be required prior to notice to proceed for the project. The amount of the bonds will be based on the amount awarded with the base bid. The bond amount will be increased when the option is awarded.

18. Can payment and performance bonds be executed at award of construction option rather than at award of contract?

Performance & Payments bonds will be required prior to ANY construction starting---it is anticipated that the amount of the P&P bonds will be reduced.

19. The limited subcontractor base in the DC area - proposing on all the projects - How do contractors adjust based on who might get what project?

Offerors may withdraw their proposal from the competition without penalty up to time of award.

20. Subcontractors - are they on the team? Will the Government be looking into their books as well?

The conversion to a firm fixed price is based on negotiation. In support of the negotiation the contractor will be required to submit current cost and pricing data. This requirement will flow down to subcontractors, whose proposals are greater than \$650,000. In addition, the Government may perform audits as deemed necessary in order to support the negotiation process.

21. NGA and Hospital on identical schedule will create problems for everyone on the contractor community.

The submission of the initial proposals and final award will be offset from one another.

22. What happens if we can't negotiate a FFP at design complete?

There are two options. The Government may terminate the contract for convenience and re-procure the construction on the open market. The second option is the contract can move forward under the clause and the final price be established by actual cost information. The maximum amount is limited by the ceiling price.

23. Does the project progress as a Cost Plus project or what happens?

See above

24. Can the Government unilaterally direct the contractor to proceed at the Target cost?

Yes. However, it would make poor business sense to move forward with a contract that is fully adversarial from the outset.

25. What is the process for award?

This will be a best value procurement conducted in accordance with Part 15 of the FAR

26. Cost Accounting Systems - Modified CASS vs. Fully CASS Compliant = Will modified be Ok?

An approved cost accounting system is the requirement.

27. Target Price from the contractors will be given to the A/E as the design to cost?

Yes

28. Can the Government award with a Ceiling Price over the funds available but a Target Cost beneath funds available?

The contractor can not be permitted to perform work beyond the funds that are available. At award of the contract a business decision by the Government is required in this case. A positive determination by the Contracting Officer that the project can be constructed within the funds available must be made.

29. Will the Government include the Economic Adjustment Clause?

No

30. Earned Value Management System is a requirement?

Yes